

Broad Views Of Southwestern Merchants

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A. STOLAROFF—CROCKERY, ETC.

The well known and popular crockery store of A. Stolaroff at 112 San Antonio street is one of the brilliant and attractive retail houses of the city and is called the "China Palace." Mr. Stolaroff, who made his establishment in this city in 1890, carries a large and varied stock of glassware, lamps, a fine stock of granteaware, tinware, house furnishing goods and he makes a specialty of hotel and bar fixtures. In crockery and house furnishings Mr. Stolaroff carries the staple regulation articles that are serviceable in all households and in all communities. In hotel and bar fixtures he has a good trade incident to the growth of the city, there being many new places for equipment with these manufacturers in recent times, while he also does a wholesale business and makes important shipments to outof town places. Mr. Stolaroff is a merchant of experience and admirable enterprise and is highly esteemed in the community.

FASSETT & KELLY—HARDWARE AND FARMING IMPLEMENTS.

As time goes by the country gradually increases in development; twenty-eight years ago "dry farming" was unknown and systems for irrigating were rather crude in this part of Texas, but in 1881 C. W. Fassett and Dan Kelly came here and started a hardware store. In the meanwhile doing all they could to attract settlers to come here and farm. They soon added the sale of farming implements to their already growing hardware business, and today they are the sole agents for the great Studebaker factory's products. They are sole agents for the McCormick harvester, reaper, header, binder, rakes and other useful implements. They are also sole agents for the Admiral self feeding hay press and the Ann Arbor power hay press, the Avery plow, the Planet Jr., horse hoe and cultivator, Stewart's iron fence. This firm also handles stoves, ranges, Fairbanks scales and all kinds of ammunition. They came here when the present city was but a village, and by perseverance and pluck through hard times, drought and all kinds adversity, have built up their present large place of business, located at 206 El Paso street, where they will be pleased to meet their old customers and friends, and they extend a hearty invitation to strangers to come in and get acquainted.

THE LAURIE HARDWARE COMPANY

One of the representative mercantile concerns which has added so much to the appearance and commercial importance of this city in the last few years is the Laurie Hardware company, with office and store at the corner of Texas and Stanton streets, and large warehouse at 600 Texas street. This establishment was made in 1904. The organization comprises: J. H. Laurie, president; W. K. Marr, vice president, and G. W. Hardaway, secretary-treasurer. They carry a thorough stock of shelf goods and a good supply of heavy hardware, suitable for the industries, including builders' hardware, tools and implements and a large stock of cutlery, tinware, stoves, ranges, kitchen utensils, etc., doing a retail business only. They are agents for the Keen Kutter tools, Majestic ranges and the McCray refrigerators. The establishment of this leading house has been required by the growth of the city population and its increasing industries; also by growing conditions in the tributary country, and they have a good trade from the people of the immediate neighborhood outside the city limits. The members of the company are well known and experienced business men, and they have built up an institution that is highly serviceable to the community.

Stores Show El Paso Men Ready For the Future.

THE MODEL—DRY GOODS.

It is to the good fortune of a class of people that the numerous additions which have been made to the commerce of El Paso in recent years have included some stores where the fabrics and garments for men and women may be obtained at prices which they can afford. Of these establishments, the Model is a good exemplar. It is a store where all kinds of goods and clothing can be obtained at moderate prices. The Model, located at 203½ San Antonio and 216, 218 and 220 Overland street, is a large, well appointed and well stocked dry goods, clothing and furnishing store for men and women, and it carries everything needful for the whole family. Ralph T. Talpis and brother, J. H. Talpis, are the enterprising proprietors, who started business here eight years ago, and they have displayed great wisdom and foresight in providing a store that has anticipated the wants and needs of the larger part of the population. They are dealers in dry goods, clothing, hats, footwear and men's and women's furnishings. They have a large Mexican and working men's custom and cater to the popular trade in general.

THE BEE HIVE DRY GOODS STORE.

This is not one of the biggest, but for its size, one of the busiest stores in the city. It is a veritable beehive, as its name implies. Its owner, Ignatius Goodman, is a quiet, unostentatious man, who attends closely to his business and treats his employees with due consideration. He commenced business on a very small scale about eight years ago, and adhering to his motto: "Honest goods, honest prices, and everything as represented," he has built up a large trade. One of the characteristics of his store is specialties. It carries some of the best goods in its respective lines, in shoes, for instance: Rice & Hutchins' "All America," fine shoes for men, "Classmates," shoes for boys and girls, and has just closed the contract for the agency of the "Dorothy Dodd," a well known brand of fine shoes and slippers for women and misses. The Bee Hive caters especially to the masses, those who cannot afford or are not inclined to pay long profits, and from the large number of customers it has, we may well conclude that they find it profitable of their patronage.

BOSTON STORE—DRY GOODS AND CLOTHING.

Of the many old time reliable stores of the city is that of the Boston Store, located at 316-318 East Overland street, and conducted by J. Stolaroff. The popular Boston Store was established 21 years ago in a small way and today it occupies a handsome fire proof brick building of three stories and a basement, covering an area of 81x87 feet. This store does both an extensive retail and wholesale business, giving employment to 50 people, not including the number of traveling representatives covering the territory of Western Texas, New Mexico and Arizona. The Boston Store has a complete stock of dry goods, women's ready made garments, clothing, shoes, men's furnishing goods, dress goods, white goods, underwear, hosiery, silks and satins and a desirable line of the best fancy goods. Everything is sold at moderate prices. The Boston Store has established a reputation for fair dealing, good goods and the "Home of low prices." Its proprietor enjoys the distinction of being one of El Paso's substantial business men, ever

ready to put his shoulder to the wheel in the advancement of the city's interests. The new, big and handsome building of the Boston Store stands as a monument of energy and enterprise.

THE BLUE STORE—DRY GOODS.

People who contemplate moving to any city or section of the country have a strong desire to know something of the conditions existing there and it therefore behooves every man interested in the growth and welfare of his city, to make known as far as possible what may be found. Among the foremost wholesale and retail establishments in El Paso is the Blue Store, located at the corner of Oregon and Overland streets, which is a fine, large place handling dry goods, clothing, shoes, hats, women's and men's furnishing goods. The business was organized seven years ago by the proprietor, E. Strauss, one of El Paso's leading and foremost merchants, by his energy, ability and enterprise he has built a business of phenomenal growth. He caters to high class trade, employing about 10 people, some of whom speak Spanish, thus being able to take care of the large number of Mexicans who patronize him daily.

THE GLOBE DRY GOODS STORE.

One of the most valuable additions to the business world of El Paso was the Globe Dry Goods Store, that was opened up by I. Laskin and L. Laskin, eight years ago at 306 to 310 Overland street, where they occupy a spacious store and basement of an area of 60x80 feet. It is in the hands of men who have won success by methods which, for enterprise and fair dealing, are beyond question.

They cater to the medium priced trade with a complete line of men's clothing, shoes, hats and women's readyto wear apparel of all kinds. Their policy of marking goods in plain figures and selling at one price secures the confidence of the buying public. They employ only efficient salesmen and values are guaranteed absolutely and courtesy on the part of the employees towards every customer. Packages are delivered to all parts of the city and the Globe Dry Goods Store is considered one of our most progressive business houses.

SOL I. BERG—CLOTHING AND FURNISHING GOODS.

In every city there must be some particular place where the finest and best clothing for men may be obtained. The well known and popular store of Sol I. Berg, which was established seven years ago, is one of the best examples of the strictly exclusive first class clothing houses in the city that should be cited. Until quite recently Mr. Berg has occupied 121 South El Paso street and there, from the beginning of his career in this city, he has consistently sold only the finest of readyto wear men's clothing, fine furnishing goods, hats and traveling goods—all of high grade and first class, only. So large has been the growth of his trade that Mr. Berg was forced to move to new quarters and only a few days ago he occupied his splendid new store at 206 San Antonio street. Here he has four times the room that he occupied at the old stand and the additional space has been well filled with goods, making the largest and finest exclusive stock of clothing and furnishing goods in the city. This is according to his merits, for Sol I. Berg is well known and esteemed as one of the most en-

terprising and progressive merchants in El Paso.

ASKIN & MARINE—CLOTHIERS.

There is an old saying that "Clothes do not make the man," but good, well fitting clothes go a great way in making a man look well and prosperous. The new credit system of a little down and weekly or monthly payments, enables a man or woman receiving a small income to dress neatly and stylishly without inconveniencing them financially. The Askin & Marine company are known as the world's greatest credit clothiers, and they carry everything in the wearing apparel line known to the trade. They have been established in the clothing business a long time and their branch here has been open for two years. They have the reputation of manufacturing and handling only the best goods. They maintain branch stores in every large city in the United States, and of course on account of enormous amount of goods, they receive the benefit of the middleman's profit, which they in turn present to their thousands of customers. Their store in El Paso is located on the ground floor at 216 South El Paso street, and is under the management of L. E. Harrison, who was manager of the Montgomery, Ala., branch for several years, having been transferred here to open up this branch, which has prospered since its inception.

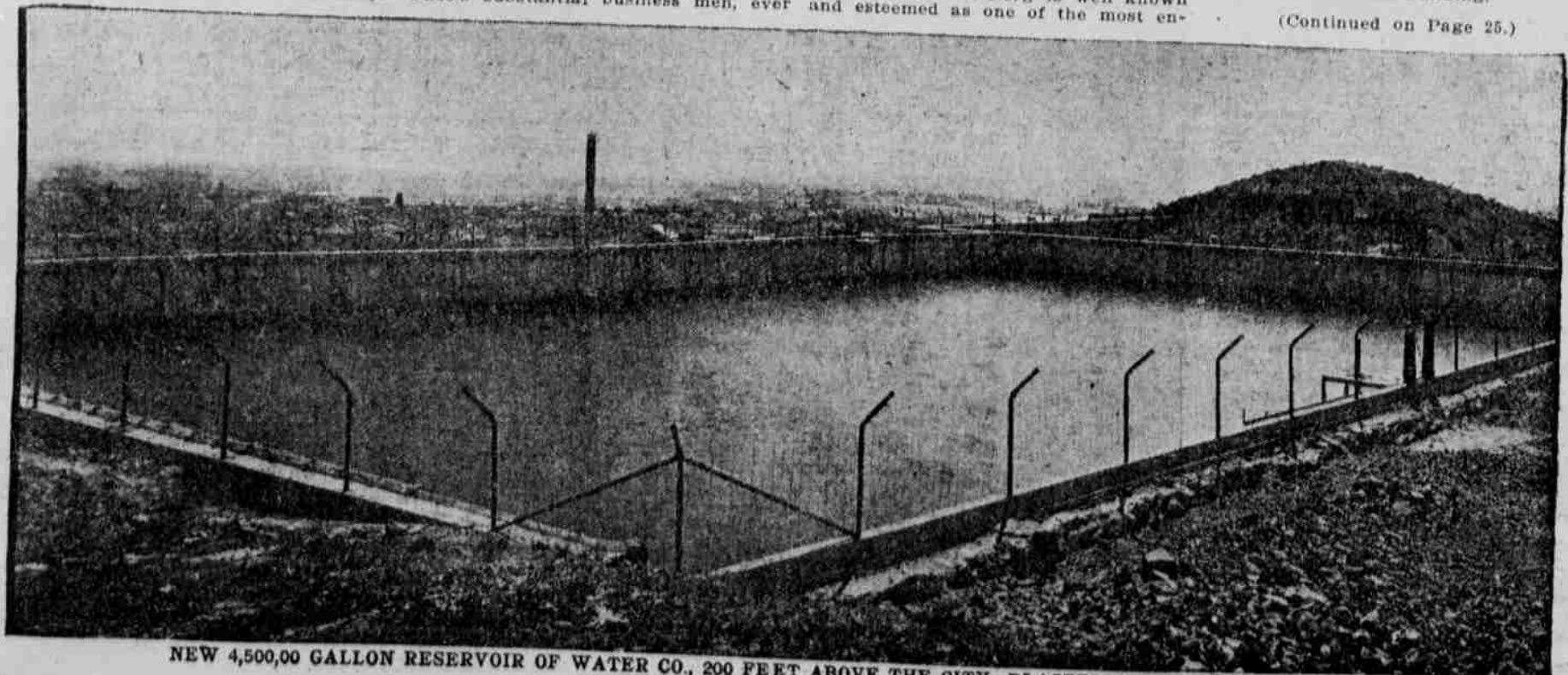
UNION CLOTHING COMPANY.

A large part of the population of El Paso is clothed and outfitted with all descriptions of gents' furnishing goods at the popular and widely known store of the Union Clothing company, at 111 El Paso street. The business of this store was established 18 years ago and the present company was incorporated four years ago. The officers and managers of the business are L. N. Heil, president and treasurer, and Ben Levy, secretary and manager. It is a general outfitting store for men and boys and has a lively trade from city and country people. While its stocks are judiciously selected for the popular trade it is essentially a store of high class readyto wear clothes, in every way adapted to the wants and tastes of men of fashionable dress, the prevailing lines comprising stylish business suits and fine suits for fashionable dress. In the department of furnishing goods is carried a large and fine stock of shirts, hats, underwear, hosiery, neckwear, men's jewelry, etc.; also grips, trunks and suit cases. Messrs. Heil and Levy are experienced clothing merchants and are noted for their courteous and accommodating spirit towards visitors and patrons.

THE UNDERWOOD TYPEWRITER CO.

The endurance of the Underwood Typewriter enables it to meet the exacting requirements of every day usage. That is why Underwoods are replacing other makes everywhere. It is the holder of all speed records. The Underwood Visible first appeared 10 years ago and at once established a new epoch in the typewriter world; today it is the leading visible with many imitators. When you buy a typewriter don't buy a "trailer"—get the machine which has always led the way. Let us show you a few of its exclusive features and you will see why the Underwood is "the machine you will eventually buy." All makes exchanged, rented and repaired; office supplies; stenographers furnished for any machine. Office Mills building.

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NEW 4,500,00 GALLON RESERVOIR OF WATER CO., 200 FEET ABOVE THE CITY; BLASTED OUT OF SOLID GRANITE.